

ASSOCIATION OF HOME APPLIANCE MANUFACTURERS
20 NORTH WACKER DRIVE • CHICAGO, ILLINOIS 60606
312-984-5800 FAX: 312-984-5823
GOVERNMENT RELATIONS: 200 DAINGERFIELD ROAD
ALEXANDRIA, VIRGINIA 22314
703-683-8822 FAX: 703-836-5719



KITCHEN CLEAN-UP APPLIANCES
ESTIMATED DISTRIBUTOR SALES BY STATE
1990

STATE	Households by State - 1989* (In Thousands)	PORTABLE DISHWASHERS	BUILT-IN DISHWASHERS	COMPACTORS
Alabama	1,519	2,200	44,800	2,200
Alaska	180	200	4,100	400
Arizona	1,303	1,600	54,000	2,200
Arkansas	912	1,500	21,500	1,500
California	10,581	15,600	515,400	51,300
Colorado	1,281	3,200	48,900	3,000
Connecticut	1,211	2,700	38,200	2,000
Delaware	250	600	11,400	500
Dist. of Columbia	241	100	6,300	200
Florida	5,072	5,000	256,300	9,500
Georgia	2,362	2,300	99,800	3,900
Hawaii	361	200	10,500	200
Idaho	370	1,600	13,900	700
Illinois	4,370	9,600	127,300	4,700
Indiana	2,102	5,500	57,900	3,000
Iowa	1,097	3,600	24,000	900
Kansas	965	4,400	35,700	1,700
Kentucky	1,395	3,100	33,000	1,700
Louisiana	1,562	1,500	37,600	1,900
Maine	469	1,400	10,600	800
Maryland	1,729	3,700	92,600	2,800
Massachusetts	2,235	5,100	75,600	6,400
Michigan	3,424	10,500	118,200	3,800
Minnesota	1,643	4,700	51,000	2,200
Mississippi	929	900	19,100	900
Missouri	1,988	5,800	62,600	3,100
Montana	307	1,000	7,200	500
Nebraska	622	3,100	23,700	800
Nevada	442	700	39,200	1,400
New Hampshire	413	900	12,600	1,100
New Jersey	2,858	6,100	106,400	4,600
New Mexico	548	1,000	13,500	1,100
New York	6,843	13,400	166,800	6,100
North Carolina	2,498	3,500	83,700	4,100
North Dakota	247	500	4,700	200
Ohio	4,148	12,300	122,200	4,800
Oklahoma	1,250	2,400	37,400	2,400
Oregon	1,127	4,200	60,500	2,400
Pennsylvania	4,538	15,000	139,500	6,200
Rhode Island	376	600	7,100	400
South Carolina	1,245	1,600	38,800	2,100
South Dakota	271	900	4,800	200
Tennessee	1,882	3,300	61,000	3,400
Texas	6,134	7,300	229,400	13,100
Utah	534	1,800	20,200	1,300
Vermont	216	400	5,000	300
Virginia	2,274	2,800	81,000	4,200
Washington	1,867	5,500	96,900	5,700
West Virginia	708	1,300	11,200	1,000
Wisconsin	1,842	6,600	49,500	1,400
Wyoming	177	500	3,000	200
TOTAL	92,917	193,200	3,295,300	180,600

*Source: Provisional Estimates for July 1, 1989. U.S. Department of Commerce, Bureau of the Census.

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HOME LAUNDRY ESTIMATED DISTRIBUTOR SALES BY STATE 1990

STATE	Households by State -- 1989* (In Thousands)	AUTOMATIC WASHERS	ELECTRIC DRYERS	GAS DRYERS
Alabama	1,519	91,400	58,900	4,100
Alaska	180	9,400	5,600	1,900
Arizona	1,303	78,800	49,500	8,400
Arkansas	912	45,200	29,800	4,200
California	10,581	599,300	219,800	250,500
Colorado	1,281	69,200	53,100	5,500
Connecticut	1,211	70,500	49,000	6,500
Delaware	250	18,900	13,300	1,600
Dist. of Columbia	241	9,500	4,400	1,800
Florida	5,072	396,700	267,300	9,800
Georgia	2,362	157,100	112,200	7,900
Hawaii	361	28,100	15,400	1,300
Idaho	370	20,500	16,800	900
Illinois	4,370	202,400	64,300	101,700
Indiana	2,102	105,000	67,400	20,800
Iowa	1,097	50,000	29,000	12,000
Kansas	965	59,500	40,800	6,100
Kentucky	1,395	76,200	54,200	4,900
Louisiana	1,562	97,300	51,400	16,200
Maine	469	23,300	18,000	600
Maryland	1,729	124,800	83,900	12,700
Massachusetts	2,235	127,500	77,500	22,500
Michigan	3,424	199,900	87,400	80,000
Minnesota	1,643	77,300	39,300	23,500
Mississippi	929	50,400	30,800	2,500
Missouri	1,988	107,800	70,200	16,500
Montana	307	12,800	10,300	300
Nebraska	622	35,500	25,700	3,000
Nevada	442	32,600	22,000	5,600
New Hampshire	413	21,200	14,900	2,200
New Jersey	2,858	194,500	67,200	68,000
New Mexico	548	30,100	18,600	4,000
New York	6,843	296,800	136,600	71,000
North Carolina	2,498	173,500	120,800	6,200
North Dakota	247	9,800	7,200	400
Ohio	4,148	260,200	178,400	39,400
Oklahoma	1,250	64,100	41,100	7,600
Oregon	1,127	65,300	57,500	1,700
Pennsylvania	4,538	256,500	150,400	48,900
Rhode Island	376	12,800	8,300	2,400
South Carolina	1,245	88,300	60,100	1,800
South Dakota	271	11,100	7,700	800
Tennessee	1,882	118,600	87,500	4,800
Texas	6,134	396,200	246,800	37,200
Utah	534	31,600	22,900	4,800
Vermont	216	8,000	5,700	900
Virginia	2,274	137,800	100,900	3,800
Washington	1,867	119,200	101,900	5,200
West Virginia	708	33,300	23,400	2,200
Wisconsin	1,842	93,100	56,400	22,600
Wyoming	177	7,000	5,500	300
TOTAL	92,917	5,405,800	3,186,800	969,300

*Source: Provisional Estimates for July 1, 1989. U.S. Department of Commerce, Bureau of the Census.

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 20 NORTH WACKER DRIVE • CHICAGO, ILLINOIS 60606
 312-384-5800 FAX: 312-384-5823
 GOVERNMENT RELATIONS: 200 DAINGERFIELD ROAD
 ALEXANDRIA, VIRGINIA 22314
 703-583-8822 FAX: 703-536-5719



COOKING APPLIANCES
ESTIMATED DISTRIBUTOR SALES BY STATE
1990

STATE	Households by State - 1989* (In Thousands)	FREE-STANDING ELEC. RANGES	BUILT-IN ELEC. RANGES	FREE-STANDING GAS RANGES	BUILT-IN GAS RANGES
Alabama	1,519	43,900	13,600	18,900	800
Alaska	180	3,400	400	2,900	100
Arizona	1,303	31,800	9,600	18,500	1,200
Arkansas	912	15,500	5,600	15,500	800
California	10,581	161,200	117,000	332,200	35,100
Colorado	1,281	34,000	6,800	13,500	400
Connecticut	1,211	39,700	6,700	26,200	700
Delaware	250	8,700	1,500	4,100	100
Dist. of Columbia	241	3,300	500	8,800	200
Florida	5,072	234,800	37,300	52,700	2,000
Georgia	2,362	76,200	24,300	43,200	1,800
Hawaii	361	12,600	5,900	4,300	200
Idaho	370	13,300	2,200	2,300	100
Illinois	4,370	61,100	16,900	139,400	6,600
Indiana	2,102	41,500	9,100	40,000	1,600
Iowa	1,097	23,900	3,300	16,400	500
Kansas	965	22,100	4,600	11,100	400
Kentucky	1,395	38,600	7,000	13,800	500
Louisiana	1,562	21,200	8,800	29,800	2,400
Maine	469	14,000	1,700	4,400	100
Maryland	1,729	60,700	11,500	45,700	1,600
Massachusetts	2,235	66,100	10,100	61,900	1,400
Michigan	3,424	96,600	16,500	102,100	2,100
Minnesota	1,643	44,300	7,300	30,500	700
Mississippi	929	14,800	5,700	15,500	600
Missouri	1,988	43,900	12,400	34,000	1,600
Montana	307	7,700	1,500	2,000	100
Nebraska	622	18,900	3,300	9,000	200
Nevada	442	18,900	4,500	15,800	600
New Hampshire	413	9,500	1,200	4,200	200
New Jersey	2,858	48,900	11,200	138,000	7,900
New Mexico	548	7,300	2,600	10,900	300
New York	6,843	113,200	23,200	230,900	9,300
North Carolina	2,498	93,000	22,000	21,200	1,200
North Dakota	247	5,900	400	1,900	0
Ohio	4,148	115,900	18,800	94,600	2,600
Oklahoma	1,250	14,600	8,400	16,500	1,300
Oregon	1,127	44,200	18,400	6,900	400
Pennsylvania	4,538	119,000	21,400	117,600	4,600
Rhode Island	376	6,800	1,100	5,400	100
South Carolina	1,245	39,500	13,300	8,500	500
South Dakota	271	6,300	800	2,500	100
Tennessee	1,882	67,800	14,600	19,400	600
Texas	6,134	100,500	48,600	100,900	7,500
Utah	534	15,300	4,000	5,900	200
Vermont	216	5,100	800	3,200	100
Virginia	2,274	73,700	15,800	30,500	1,300
Washington	1,867	72,100	22,800	14,300	700
West Virginia	708	13,900	2,700	6,200	300
Wisconsin	1,842	57,000	6,800	36,700	1,000
Wyoming	177	2,600	400	1,200	100
TOTAL	92,917	2,304,700	614,900	1,991,800	104,800

*Source: Provisional Estimates for July 1, 1989. U.S. Department of Commerce, Bureau of the Census.

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REFRIGERATION
ESTIMATED DISTRIBUTOR SALES BY STATE
1990

STATE	Households by State - 1989* (In Thousands)	REFRIGERATORS	CHEST FREEZERS	UPRIGHT FREEZERS	ROOM AIR CONDITIONERS
Alabama	1,519	104,800	33,100	14,400	54,900
Alaska	180	8,900	5,400	1,800	100
Arizona	1,303	81,300	5,700	6,500	14,900
Arkansas	912	45,400	9,800	4,800	32,000
California	10,581	878,400	27,100	46,200	176,100
Colorado	1,281	73,400	7,600	8,300	25,900
Connecticut	1,211	86,600	4,400	5,600	89,200
Delaware	250	18,000	1,500	7,000	11,300
Dist. of Columbia	241	15,900	100	600	6,000
Florida	5,072	446,900	40,600	31,400	200,400
Georgia	2,362	185,200	29,000	17,100	126,500
Hawaii	361	32,400	2,900	1,800	9,000
Idaho	370	22,200	3,200	4,400	4,000
Illinois	4,370	282,900	28,800	21,400	176,000
Indiana	2,102	128,500	18,400	9,400	58,100
Iowa	1,097	56,900	11,900	5,000	22,800
Kansas	965	56,300	7,200	5,200	40,900
Kentucky	1,395	74,700	13,400	6,700	47,000
Louisiana	1,562	97,300	23,800	16,600	102,100
Maine	469	26,300	3,400	1,700	8,100
Maryland	1,729	157,800	11,500	7,400	96,800
Massachusetts	2,235	171,500	9,000	11,300	102,500
Michigan	3,424	244,400	32,600	20,200	96,000
Minnesota	1,643	94,700	17,000	7,800	50,900
Mississippi	929	49,500	23,800	5,900	40,300
Missouri	1,988	115,300	17,300	9,200	97,400
Montana	307	13,700	3,500	2,500	2,500
Nebraska	622	40,500	8,300	5,800	19,900
Nevada	442	34,100	1,100	1,900	10,000
New Hampshire	413	20,200	1,300	1,700	4,900
New Jersey	2,858	258,300	13,600	19,500	275,700
New Mexico	548	27,300	4,200	3,800	9,600
New York	6,843	464,200	17,400	30,300	377,100
North Carolina	2,498	172,600	26,800	17,200	132,900
North Dakota	247	10,200	5,400	1,000	2,900
Ohio	4,148	277,000	29,600	23,800	144,400
Oklahoma	1,250	60,500	7,100	7,300	45,200
Oregon	1,127	86,700	4,500	11,900	13,900
Pennsylvania	4,538	316,500	32,500	30,300	239,600
Rhode Island	376	15,800	NA	200	9,200
South Carolina	1,245	89,300	16,800	12,200	90,400
South Dakota	271	12,800	3,700	1,200	8,200
Tennessee	1,882	132,700	25,100	12,800	102,000
Texas	6,134	392,200	40,500	44,700	383,900
Utah	534	33,300	4,200	5,500	4,400
Vermont	216	10,000	1,000	800	5,300
Virginia	2,274	148,700	11,100	10,800	92,800
Washington	1,867	134,700	10,600	18,600	10,500
West Virginia	708	30,100	4,000	2,400	26,500
Wisconsin	1,842	130,800	22,300	12,000	64,100
Wyoming	177	6,100	900	1,000	3,100
TOTAL	92,917	6,473,400	683,200	557,000	3,768,100

*Source: Provisional Estimates for July 1, 1989. U.S. Department of Commerce, Bureau of the Census.